



Louis Lehmann

I lead global finance operations and build the systems behind them.

I lead billing, accounts receivable, and collections for a \$1B+ annual portfolio at Pebl, supporting 1,500+ customers across 130+ active countries and 50+ currencies. I build teams and operating systems that improve cash timing, then use AI and automation to scale the work without giving up human judgment.

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Core systems: NetSuite, BillingPlatform, Fazeshift, DevRev, Zendesk, HubSpot, and Superblocks.

ANNUAL PORTFOLIO

\$1B+

Leads billing and collections across a global customer portfolio.

DSO IMPROVEMENT

40%+

Reduced portfolio DSO by 40%+ over 12 months.

GLOBAL OPERATING SCOPE

130+ countries

Supports 1,500+ customers across 50+ currencies.

ACCOUNTS CURRENT

Hundreds

Led work that brought hundreds of accounts to \$0 overdue and stabilized customer relationships.

TEAM LEADERSHIP

10 current / 20 peak

Built, trained, and led distributed teams across countries and regions.

AI operations and automation

Shipped operating changes, AI platform implementation, workflow design, and team enablement.

SHIPPED OPERATING TRANSFORMATION

Collections operating system

Redesigned policies, ownership, and workflows for end-to-end dunning and collections, pairing automation with review, escalation, and account-level judgment.

AI PLATFORM IMPLEMENTATION

AI-native accounts receivable

Led the evaluation, implementation, and optimization of Fazeshift for AR automation, with emphasis on scalable execution, reliable controls, and measurable cash outcomes.

INTERNAL ENABLEMENT

AI workshops and playbooks

Runs recurring AI sessions for the finance operations team and has led cross-functional platform enablement for 50+ people and finance-wide workflow training for 70+.

INTERNAL WORKFLOW DESIGN

AI-assisted finance operations

Builds practical workflows for receivables triage, account context, prioritization, forecasting support, and reporting. People retain approval and accountability.

Finance operations experience

Billing, invoicing, accounts receivable, collections, customer operations, systems, and global execution across Pebl, formerly Velocity Global.

Director, Finance Operations at Pebl, formerly Velocity Global

05/2024 - Present / Vancouver, WA

Owns billing, accounts receivable, and collections for a \$1B+ annual portfolio serving 1,500+ customers across 130+ active countries and 50+ currencies. Leads a distributed team of roughly 10.

- Reduced portfolio DSO by 40%+ over 12 months by rebuilding collections policy, cadence, prioritization, and ownership.
- Led work that brought hundreds of accounts to \$0 overdue while stabilizing collections relationships and improving cash timing.
- Led the evaluation, implementation, and optimization of Fazeshift while redesigning end-to-end dunning and collections for scalable automation.
- Partners with Sales, Customer Success, Product, Payroll, Treasury, Business Operations, and leadership on complex customer motions, billing models, payment terms, cash-flow execution, and operational friction.
- Builds AI-assisted finance workflows and leads recurring team and cross-functional enablement, including finance-wide training for 70+ people.

Senior Manager, Client Finance at Velocity Global

09/2022 - 05/2024 / Boston, MA

Built and led the global client finance and invoicing function during rapid growth, establishing the team, controls, and operating cadence before later adding collections under the same organization.

- Hired, trained, and led a distributed billing organization that grew to as many as 20 team members across countries and regions.
- Standardized customer onboarding, invoicing, billing controls, and cross-functional issue resolution for a global client base.
- Built operating cadence across Finance, Customer Success, Sales, Product, Systems, and Support.

Client Finance Manager at Velocity Global

09/2021 - 10/2022 / Boston, MA

Managed billing, invoicing, and collections execution while coordinating dependencies across Payroll, AP, Treasury, Operations, and customer-facing teams in multiple time zones.

- Drove cross-functional alignment on timelines, customer expectations, billing dependencies, and operational follow-through.
- Helped make high-volume finance workflows more repeatable through clearer ownership, escalation paths, and process discipline.

Earlier Client Finance Roles at Velocity Global

11/2019 - 09/2021 / Denver, CO

Progressed through Client Account Associate and Client Finance Specialist roles, supporting client account operations, billing, AR execution, customer coordination, and process improvement in a high-volume global environment.

Global operations, education, and languages

- Based in Vancouver, Washington; German-born and U.S.-based, with experience living and working across the U.S., Germany, Colombia, and Mexico.
- MBA, University of the People; BA, Business & Management, MCI Innsbruck; exchange semester in International Business, Hanyang University.
- AI-Powered Leadership: Transforming Impact in the Digital Age, Stanford Continuing Studies, completed Mar 2026.
- Executive education: AI for Leaders, Babson; Digital Transformation Strategy, BU Questrom.
- Languages: German and English.